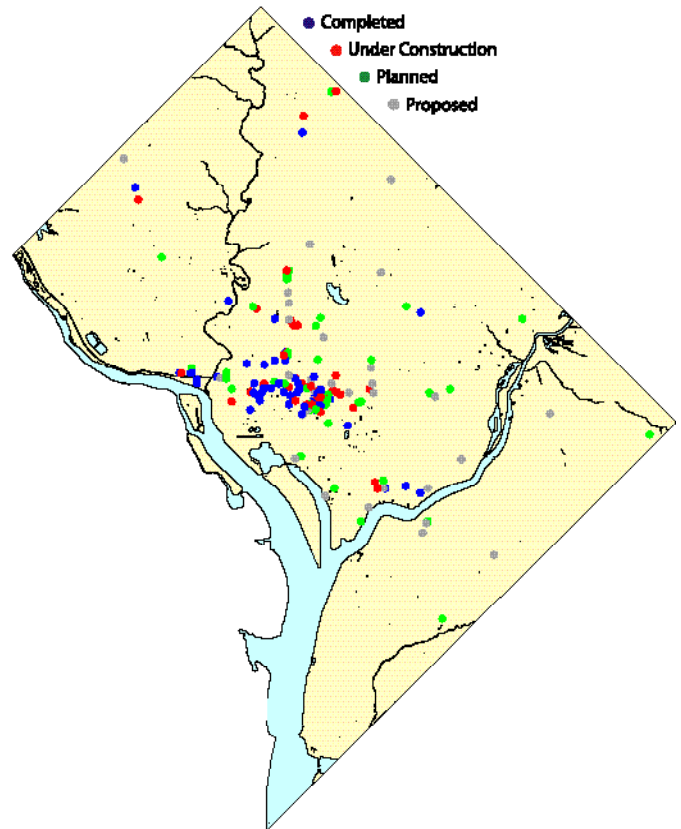


# Retail Development

## Overview of Retail Development

The District's retail market is expanding as retailers discover the potential of this growing urban market. Recently opened stores such as Home Depot, Giant Foods, Whole Foods (Fresh Fields) and H & M Retail are exceeding their sales and revenue projections. This new confidence in DC as a retail environment is also evidenced by the opening of new stores such as Best Buy and The Container Store, and the construction of new retail centers like Gallery Place and Tivoli Square. Movie theaters have returned in Georgetown, while the DC Main Streets program encourages the growth of "home grown" retail stores in neighborhood commercial corridors. New retail projects will only continue this expansion with the opening of DC USA, Camp Simms, Washington Gateway Center, and Skyland.

### Retail

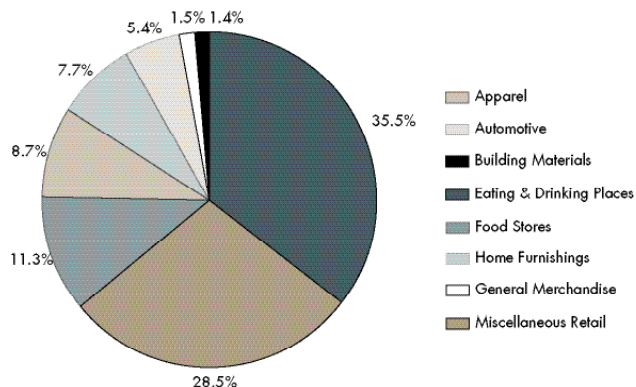


### Retail Development (August 2003)

	Projects	Square Feet	Project Cost*
Completed in 2001	18	231,678	\$719,190,000
Completed in 2002	27	339,283	\$944,442,000
Completed in 2003 YTD	12	326,329	\$1,465,769,000
Under Construction	35	873,389	\$2,016,933,000
Planned	41	1,937,180	\$3,027,675,000
Proposed	32	1,492,050	\$4,775,400,000
<b>TOTAL</b>	<b>165</b>	<b>5,199,909</b>	<b>\$12,949,409,000</b>

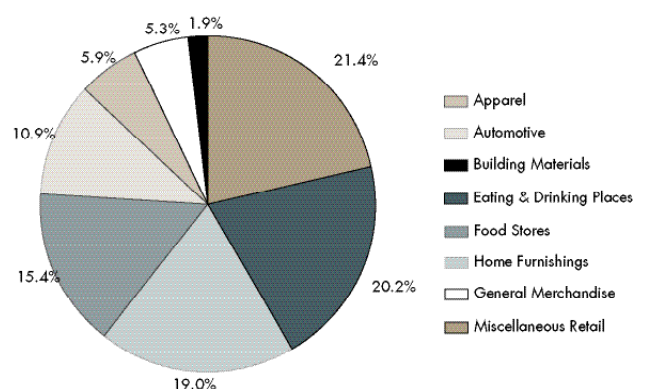
\*project cost may include non-retail components

### DC Retail Market by Number of Stores



Source: InfoUSA

### DC Retail Market by Sales Volume



Source: InfoUSA

# Retail Development

## Retail Development Pipeline

### Top 10 Retail Projects Completed (2001 - August 2003)

Project Name	Location	Ward	Developer(s)	Retail SF	Estimated Value	Delivery
7th Street Historic Row	704-718 7th Street, NW	2	Douglas Development Corporation	80,000	\$25,000,000	2001
Presidential Building	1111 Pennsylvania Ave, NW	2	Tauber Realty Corporation	26,000	\$55,000,000	2001
Farragut Center	1725 Eye Street, NW	2	Cafritz Company	17,500	\$85,000,000	2001
Rhode Island Place (Home Depot)	RI Ave & Brentwood Rd, NE	5	Graimark-Walker	120,000	\$11,500,000	2002
Rhode Island Place (Giant)	1050 Brentwood Road, NE	5	Graimark-Walker	54,000	\$11,500,000	2002
101 Constitution Avenue	101 Constitution Ave, NW	6	American Realty Advisors	20,000	\$150,000,000	2002
Cady's Alley	3300-3340 M Street, NW	2	EastBanc Inc	105,000	\$45,000,000	2003
Ritz-Carlton Hotel and Residences	3100 South Street, NW	2	EastBanc Inc	87,600	\$180,000,000	2003
New Convention Center	801 Mt. Vernon Place, NW	2	Convention Center Authority	44,000	\$850,000,000	2003
Terrell Place	575 7th Street, NW	2	CarrAmerica Urban Development LLC	36,000	\$150,000,000	2003

### Top 10 Retail Projects Under Construction (August 2003)

Project Name	Location	Ward	Developer(s)	Retail SF	Estimated Value	Delivery
Woodward & Lothrop Renovation	1025 F Street, NW	2	Douglas Development Corporation	145,000	\$100,000,000	2003
4500 Wisconsin Avenue	4500 Wisconsin Ave, NW	3	Madison Marquette & Roadside Dev.	88,000	\$15,000,000	2003
Gallery Place	701 7th Street, NW	2	Western Dev. & John Akridge Co.	260,000	\$273,850,000	2004
Tivoli Square	3303 14th Street, NW	1	Horning Brothers	77,000	\$37,000,000	2004
Jefferson at Penn Quarter	616 E Street, NW	6	JPI	34,961	\$120,000,000	2004
Eagle Building	3345 M Street, NW	2	EastBanc Inc	31,407	\$32,420,000	2004
901 New York Avenue	901 New York Ave, NW	2	Boston Properties	27,969	\$180,000,000	2004
900 7th Street	900 7th Street, NW	2	John Akridge Companies	16,000	\$96,000,000	2004
Ellington Plaza	1343 U Street, NW	1	Donatelli & Klein/Gragg & Associates	15,058	\$36,000,000	2004
1700 K Street	1700 K Street, NW	2	Charles E Smith Commercial Realty	18,000	\$100,000,000	2005

### Top 10 Retail Projects Planned & Proposed

Project Name	Location	Ward	Developer(s)	Retail SF	Estimated Value	Delivery
Washington Gateway Retail Center	New York & South Dakota, NE	5	Peterson Companies	375,000	n/a	2005
DC USA	3200 14th Street, NW	1	Grid Properties Inc	540,000	\$140,000,000	2006
Skyland	Naylor Rd & Alabama Ave, SE	7	Rappaport Companies	240,000	\$35,000,000	2006
East Capitol Marketplace	E. Capitol St & Blaine St, NE	7	DC Housing Authority	98,850	n/a	2007
Former Convention Center	900 9th Street, NW	2	DC Government	300,000	\$600,000,000	2009
Waterfront	401 M Street, SW	6	Kaempfer Co. & Forest City Enterprises	100,000	\$400,000,000	2009
Southwest Waterfront	500 - 1300 Water Street, SW	6	NCRC	300,000	\$350,000,000	n/a
Southeast Federal Center	Southeast Federal Center	6	GSA	160,000	\$400,000,000	n/a
Camp Simms	Alabama Ave & Stanton Rd, SE	8	Congress Heights Redevelopment LLC	106,000	\$28,000,000	n/a
Old Post Office	1100 Pennsylvania Avenue, NW	2	GSA	98,000	\$100,000,000	n/a

# Retail Highlights

## DC USA



Rendering courtesy of Newmark and Company

The DC USA complex - modeled after Harlem USA - will be home to an exciting mix of regional and national retailers. It is a mixed-use, multi-level project that will include the first Target store in Washington, as well as restaurants and various other entertainment and recreational tenants. It is located in Columbia Heights across from the Metro station at 14th and Irving Streets, NW.

### DC USA

Location:	3200 14th Street, NW
Ward:	1
Developer(s):	Grid Properties Inc
Architect(s):	Bower Lewis Thrower & Austin L Spriggs Associates
Total SF:	540,000
Estimated Project Cost:	\$140 million
Project Status:	Planned
Targeted Delivery:	2006

## Gallery Place



Rendering courtesy of Kaplan McLaughlin Diaz Architects

Strategically located on top of the Gallery Place/Chinatown Metro station, this mixed-use project includes over 650,000 sq. ft. of urban entertainment, dining, retail and condominiums. It will include 14 movie screens, a Jillian's and a Washington Sports Club as well as 192 condominiums. The project is located adjacent to the MCI Center in the heart of Chinatown.



Photo by Chad Shuskey/Washington, DC Marketing Center

### Gallery Place

Location:	701 7th Street, NW
Ward:	2
Developer(s):	Western Development & John Akridge Companies
Architect(s):	Kaplan McLaughlin Diaz & HKS PC
Total SF:	1,100,000
Office SF:	237,000
Residential Units:	192
Retail SF:	260,000
Estimated Project Cost:	\$274 million
Project Status:	Under Construction
Targeted Delivery:	2004



# Retail Highlights

## Skyland



Rendering courtesy of Rappaport Companies

Skyland sits on approximately 11.5 acres adjacent to a 5-acre piece of woodlands to its northeast, to be included in the redevelopment parcel. Current plans call for approximately 240,000 sq. ft. of retail in a variety of pad sizes and configurations. A multi-level garage will provide on-site parking for the center's customers.

### Skyland

Location:	Naylor Rd, SE and Alabama Ave, SE
Ward:	7
Developer(s):	Rappaport Companies
Retail SF:	240,000
Estimated Project Cost:	\$35 million
Project Status:	Proposed
Targeted Delivery:	2006

## Woodward & Lorthrop Renovation



Photo by Chad Shuskey/Washington, DC Marketing Center

The Woodward & Lorthrop Building in downtown Washington, D.C. fills nearly the entire city block bounded by 10th and 11th Streets and F and G Streets. The nine-story building, when finished, will feature a new lobby with 24-foot ceilings, a complete restoration of its historic facade and will offer 354,000 sq. ft. of office and 145,000 sq. ft. of retail (H&M has already opened a flagship store this past August).

### Woodward & Lorthrop Renovation

Location:	1025 F Street, NW
Ward:	2
Developer(s):	Douglas Development Corporation
Architect(s):	Shalom Baranes Associates
Total SF:	500,000
Office SF:	354,000
Retail SF:	145,000
Estimated Project Cost:	\$100 million
Project Status:	Under Construction
Targeted Delivery:	2003

## Cady's Alley



Rendering courtesy of EastBanc Inc.

### Cady's Alley

Location:	3300-3340 M Street, NW
Ward:	2
Developer(s):	EastBanc Inc
Architect(s):	Martinez and Johnson & Sorg and Associates PC
Total SF:	121,300
Residential Units:	4
Retail SF:	105,000
Estimated Project Cost:	\$45 million
Project Status:	Completed
Targeted Delivery:	2003

Cady's Alley, is a phased, historic redevelopment, blending turn-of-the-century buildings with modern interiors. The first phase delivered in April of 1999 and the last two phases delivered in early 2003. The 121,000 sq. ft. project fronts on M Street and incorporates the rear alley to create a pedestrian environment in the mews tradition



Photo by Chad Shuskey/Washington, DC Marketing Center

## East Capitol Marketplace

East Capitol Marketplace is a 7.75 acre site that is part of the Capitol Gateway Estates Hope VI project which, once completed, will offer 516 residential units. The Marketplace plans include a grocery store (45,000+ sq. ft.), restaurants, personal services and approximately 400 parking spaces.

### East Capitol Marketplace

Location:	East Capitol St & Blaine St & 58th St, NE
Ward:	7
Developer(s):	DC Housing Authority
Total SF:	111,850
Office SF:	13,000
Retail SF:	98,850
Estimated Project Cost:	n/a
Project Status:	Planned
Targeted Delivery:	2007



Site plan courtesy of DC Housing Authority



## 4500 Wisconsin Avenue



Rendering courtesy of Madison Retail

Located at the Tenleytown Metro, this 405,000-sq.-ft. multi-level mixed-use project will contain a Best Buy and Container Store in the former Hechinger's building which are scheduled to open in 4Q 2003. The 208 condominiums will be built on top of the existing building and are scheduled for completion in 2004. Parking will be available on the rooftop and in below grade lots.

### 4500 Wisconsin Avenue

Location:	4500 Wisconsin Ave, NW
Ward:	3
Developer(s):	Madison Marquette & Roadside Development
Architect(s):	Shalom Baranes Associates
Total SF:	405,000
Residential Units:	208
Retail SF:	88,000
Estimated Project Cost:	\$72 million
Project Status:	Under Construction
Targeted Delivery:	2003



Photo by Chad Shuskey/Washington, DC Marketing Center

## Tivoli Square



Rendering courtesy of Horning Brothers

Located one block from the Columbia Heights Metro Station and across the street from the DC USA project, the Tivoli Theater project is a complete restoration of the historic Tivoli Theater and the development of 77,000 sq. ft. of retail space anchored by a Giant Foods store. The Tivoli Theater will be renovated as a performing arts space, and the project will include 38 new residential units.

### Tivoli Square

Location:	3303 14th Street, NW
Ward:	1
Developer(s):	Horning Brothers
Architect(s):	Mushinsky Voelzke and Associates
Total SF:	175,000
Office SF:	28,000
Residential Units:	38
Retail SF:	77,000
Estimated Project Cost:	\$37 million
Project Status:	Under Construction
Targeted Delivery:	2004